

Message Text

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44

ACTION L-03

INFO OCT-01 NEA-10 ISO-00 PM-04 MC-02 DODE-00 EB-07 NRC-05

NSAE-00 TRSE-00 ERDA-05 CIAE-00 COME-00 H-02 INR-07

NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 OPIC-03 AID-05

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R 101607Z NOV 75

FM AMEMBASSY TUNIS

TO SECSTATE WASHDC 0758

C O N F I D E N T I A L TUNIS 6692

E.O.: 11652: GDS

TAGS: MASS

SUBJ: MUNITIONS CONTROL AND AGENTS FEES

REF : STATE 258169; 255260

1. SUBJECT OF AGENTS' FEES OR BRIBERY IN CONNECTION WITH U.S. MILITARY SALES OR U.S. COMMERCIAL SALES HAS NOT RPT NOT TO MEMORY OF PRESENT MISSION MEMBERS ARISEN BETWEEN MISSION AND TUNISIAN GOVERNMENT. WE ARE AWARE OF ONLY ONE CASE--THAT OF NORTHROP CORPORATION LETTER OF OFFER ON INTERCEPTOR AIRCRAFT, AN OFFER WHICH GOT ALLOWED TO EXPIRE A FEW MONTHS AGO--IN WHICH LETTER OF OFFER STATED THAT PRICE INCLUDED AGENT'S FEE. GOT DEFENSE MINISTRY PERSONNEL HAVE BEHAVED, IN DEALINGS WITH USLOT ON EQUIPMENT PURCHASES, AS IF THEY HAD NO RPT NO INTEREST IN ROLE OF INTERMEDIARIES OR AGENTS IN SUCH TRANSACTIONS. WE ARE NOT AWARE OF ANY INSTANCE IN WHICH A LOCAL AGENT OR INTERMEDIARY HAS PLAYED A ROLE IN DEFENSE MINISTRY PURCHASES.

2. EMBASSY ASSUMES DEPARTMENT DOES NOT WISH IT TO RAISE SUBJECT WITH GOT AT THIS TIME. WE SUSPECT WE WOULD HAVE LITTLE SUCCESS OBTAINING CREDIBLE GOT POLICY STATEMENT TO EFFECT GOT WISHES OR DOES NOT WISH ALL SUPPLIERS--U.S. AND
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NON-U.S.--TO PROVIDE INFORMATION ON AGENTS AND FEES. GOT

MIGHT AGREE IN PRINCIPLE THAT THEORY IS ADMIRABLE. IN PRACTICE IT IS AT LEAST POSSIBLE THAT U.S. SUPPLIERS WOULD COMPLY, TO THEIR DETRIMENT IN LOCAL MARKET, WHILE OTHER NATIONALITIES WOULD NOT COMPLY, AND NOT BE PENALIZED.

3. TUNISIAN REACTION TO WIRE-SERVICE NEWS OF LOCKHEED AND NORTHROP PAYOFFS HAS BEEN SLIGHT. EMBASSY BELIEVES AVERAGE TUNISIAN OFFICIAL OR BUSINESSMAN HEARD NEWS WITH SURPRISE NOT AT FACT OF PAYMENTS MADE BUT AT SHOCKED AMERICAN REACTION TO THAT FACT.
SEELYE

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